

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 00635 061341Z

47

ACTION EUR-12

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R 061300Z FEB 75

FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC

INFO SECSTATE WASHDC 3887

UNCLAS STOCKHOLM 635

FOR: BIC/OED/RECOHEN

E.O. 11652: N/A

TAGS: BEXP, BTRA, SW, BFOL

SUBJECT: ASSISTANCE TO BUSINESS VISITORS: NOHAB AB, ARTHUR MELAND

REF: STATE 24048

1. WE HAVE NOW ISSUED COMMERCIAL INVITATION 2/75 TO MELAND INCORPORATING SUBSTANCE DATA REPORTED OURTEL 404 AND OUR LETTER JAN. 8. PLEASE NOTE THAT, THROUGH INADVERTANCE, NEW YORK HOTEL WAS STATED TO BE BARBIZON PLAZA; WHEREAS, MELAND WILL BE STAYING AT HOTEL AMERICANA.

2. DATA RE FAIRBANKS MORSE/COLT INDUSTRIES RELAYED TO MELAND WHO ACKNOWLEDGES WITH APPRECIATION;

3. RE YOUR REQUEST FOR CLARIFICATION PARAGRAPH TWO YOUR TEL; FIRST, WE ASSUME THAT NOHAB PRODUCTION PROGRAM DATA AND 1973 ANNUAL REPORT BOFORS AIRMAILED FROM THIS OFFICE JANUARY 24 ADDRESSED AS ABOVE NOW RECEIVED. SECOND, WE HAVE AGAIN DISCUSSED MELAND'S VISIT AND HAVE ASCERTAINED THAT THEY IN CONTINUING DIALOGUE WITH SUCH AMERICAN ENTITIES AS CAROLINA POWER AND LIGHT; CHICAGO BRIDGE; (MOST RECENTLY JAMES LEFFEL OF SPRINGFIELD, OHIO) AND OTHERS CONCERNING THEIR MARKETING EFFORTS. FOR OUR SIDE, WE HAVE VISITED NOHAB AND HAVE IDENTIFIED MORE THAN TWENTY SUBSTANTIAL US SUPPLIERS TO THEIR MANUFACTURING FACILITIES IN RANGES FROM INSTRUMENTS THROUGH DIESEL ENGINES AND COMPONENTS; EDP EQUIPMENT AND SOPHISTICATED TOOLING AND MATERIALS HANDLING EQUIPMENT.

UNCLASSIFIED

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PAGE 02 STOCKH 00635 061341Z

MELAND CONVERSANT WITH MANY OF THESE AND ALWAYS SEEKING NEW

INFORMATION. AS REGARDS THE WATER TURBINE SITUATION, MELAND, HENDRIK DE VERDIER, MANAGING DIRECTOR, AND OTHERS OF THE FIRM TOLD US FRANKLY THAT FIRM INTERESTED IN WORKING WITH US FIRM INTERESTED IN "GETTING FAIR SHARE"; SEEKING TO REDUCE CUSTOMS AND SHIPPING CHARGES (WHICH THEY ESTIMATE TO BE AS MUCH AS 20 PERCENT OF COMPONENT VALUE) BY UPPING THE US COMPONENT THROUGH HEAVY WELDMENTS AND OTHERS INPUTS. THIRD, MELAND VERY ARTICULATE, ENGINEERING TRAINED WHO HAS VISITED AND LIVED IN US AND CANADA FOR MANY YEARS. HE NOT HARD SELL TYPE. OPEN-MINDED AND FULLY AWARE THAT "WHAT'S IN IT FOR US" MUST BE IN MIND OF DISTRICT OFFICES AND THEIR BUSINESS CONSTITUANTS.
STRAUSZ-HUPE

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